

Please type directly into the tables provided. Boxes will expand to accommodate your response.

<i>Description: Please refer to the tables below each category for complete details on discounts for each product series and order volume tier offered through this contract.</i>	<i>Most Current % off MSRP</i>
<b>Tables</b>	
<b>Conference, Training &amp; Public Work Area</b>	
Laminate Conference Tables	51% - 60%
Wood Veneer Conference Tables	51% - 60%
Adjustable Height Work Surfaces	51% - 60%
Folding Tables	51% - 60%
Computer Training Tables	51% - 60%
CRT Data Station Tables	51% - 60%
Discount for all other categories not listed above	51% - 60%

**Additional Quantity Discounts:**

List additional discounts applicable to any Single Order, of any combination of awarded contract items to be delivered at one time to one destination.

<b>Product Series</b>	<b>Order Size (List)</b>	<b>Discount (off List)</b>
<b>Global</b>	\$1-24,999	51%
	\$25,000-49,999	54%
	\$50,000-99,999	56%
	\$100,000-249,999	58%
	\$250,000-499,999	59%
	\$500,000-749,999	60%
	\$750,000 +	Negotiated
<b>GLOBALcare</b>	\$1-24,999	51%
	\$25,000-49,999	54%
	\$50,000-99,999	56%
	\$100,000-249,999	58%
	\$250,000-499,999	59%
	\$500,000-749,999	60%
	\$750,000 +	Negotiated
<b>OTG</b>	\$1-9,999	55%
	\$10,000-24,999	56%
	\$25,000-99,999	57%
	\$100,000-249,999	58%
	\$250,000-499,999	59%
	\$500,000-749,999	60%
	\$750,000 +	Negotiated
<b>Evolve</b>	\$1-9,999	51%
	\$10,000-24,999	54%
	\$25,000-99,999	57%
	\$100,000-249,999	58%
	\$250,000-499,999	59%
	\$500,000-749,999	60%
	\$750,000 +	Negotiated

**Installation:**

Charges may be listed as cost per item, % of net cost of items, cost per hour, or negotiable per project.

Negotiable per project

**Space Planning/Design Fees:**

Fees may be listed as an hourly fee, percentage of price fee, or negotiable per project. List space planning design fees.

Negotiable per project

**Shipping/Delivery Costs:**

If there are additional costs not already listed in the discount price, please detail them here.

Global: Non-UPS'able orders under \$2,000.00 List will incur a \$25.00 Net handling charge.

GLOBALcare: Non-UPS'able orders under \$2,000.00 List will incur a \$25.00 Net handling charge.

Evolve: Orders under \$10,000.00 List will incur a 5% of List price freight charge.

OTG: Non-UPS'able orders less than \$2,000 List will incur a \$75.00 Net handling charge per shipment.

Standard Delivery Time after receipt of order (ARO) by Manufacturer or Manufacturer's representative.

Description	Days ARO
In Stock Items	1-5 business days
Non-Stock Items	10-20 business days

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Seating	Most Current % off MSRP
<b>NOTE: A waiver MUST be obtained from KCI before ordering from this category</b>	
Ergonomic Seating	51% - 60%
Task Seating	51% - 60%
Multi-Shift Seating	51% - 60%
High Performance Seating	51% - 60%
Big & Tall Seating	51% - 60%
Big & Tall Multi-Shift Seating	51% - 60%
Executive Seating	51% - 60%
Side Chairs	51% - 60%
Reception/Lounge Seating	51% - 60%
Stack Chairs	51% - 60%
High Density Stack Chairs	51% - 60%
Articulating High Density Stack Chairs	51% - 60%
Steel Folding Chairs	51% - 60%
Double Shell Chair	51% - 60%
Discount for all other categories not listed above	51% - 60%

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Desks & Systems Furniture	Most Current % off MSRP
Wood Veneer Office Furniture	51% - 60%
Laminate Office Furniture	51% - 60%
Steel Office Furniture	51% - 60%
Open Office Systems Furniture	51% - 60%
Desking Systems	51% - 60%
Communications Center Workstations	51% - 60%
Executive Office Systems	51% - 60%
Discount for all other categories not listed above	51% - 60%

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<b>Bookcases</b>	<b>Most Current % off MSRP</b>
<b>Laminate:</b>	
36"W X 29"H X 12"D with one (1) Adjustable Shelf	51% - 60%
36"W X 42"H X 12"D with two (2) Adjustable Shelves	51% - 60%
36"W X 42"H X 9-3/4"D with two (2) Adjustable Shelves	51% - 60%
36"W X 78"H X 12"D with four (4) Adjustable Shelves	51% - 60%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	51% - 60%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	51% - 60%
36"W X 90"H X 9-3/4"D with six (6) Adjustable Shelves	51% - 60%
<b>Wood:</b>	
36"W X 29"H X 12"D with one (1) Adjustable Shelf	51% - 60%
36"W X 42"H X 12"D with two (2) Adjustable Shelves	51% - 60%
36"W X 42"H X 9-3/4"D with two (2) Adjustable Shelves	51% - 60%
36"W X 78"H X 12"D with four (4) Adjustable Shelves	51% - 60%

36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	51% - 60%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	51% - 60%
36"W X 90"H X 9-3/4"D with six (6) Adjustable Shelves	51% - 60%
Steel :	
36"W X 29"H X 12"D with one (1) Adjustable Shelf	51% - 60%
36"W X 42"H X 12"D with two (2) Adjustable Shelves	51% - 60%
36"W X 42"H X 9-3/4"D with two (2) Adjustable Shelves	51% - 60%
36"W X 78"H X 12"D with four (4) Adjustable Shelves	51% - 60%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	51% - 60%
36"W X 84"H X 9-3/4"D with six (6) Adjustable Shelves	51% - 60%
36"W X 90"H X 9-3/4"D with six (6) Adjustable Shelves	51% - 60%
Discount for Categories not listed above	51% - 60%

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**Installation:**

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Negotiable per project

**Space Planning/Design Fees:**

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Negotiable per project

**Shipping/Delivery Costs:**

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<b>Files &amp; Storage</b>	<b><i>Most Current % off MSRP</i></b>
Lateral Files – Steel ; 32" Wide	
4 - 12" High Letter Size Shelves	51% - 60%
4 - 12" High Legal Size Shelves	51% - 60%
5 - 12" High Letter Size Shelves	51% - 60%
5 - 12" High Legal Size Shelves	51% - 60%
Lateral Files – Steel ; 36" Wide	
4 - 12" High Letter Size Shelves	51% - 60%
4 - 12" High Legal Size Shelves	51% - 60%
5 - 12" High Letter Size Shelves	51% - 60%
5 - 12" High Legal Size Shelves	51% - 60%
Lateral Files – Steel ; 42" Wide	
4 - 12" High Letter Size Shelves	51% - 60%
4 - 12" High Legal Size Shelves	51% - 60%
5 - 12" High Letter Size Shelves	51% - 60%
5 - 12" High Legal Size Shelves	51% - 60%
Vertical Files – Steel:	
2-Drawer Letter	51% - 60%
2- Drawer Legal	51% - 60%
4- Drawer Letter	51% - 60%
4- Drawer Legal	51% - 60%
5- Drawer Letter	51% - 60%
5- Drawer Legal	51% - 60%
Fireproof Files	n/a
ADP/Data Storage	51% - 60%
Steel Storage Cabinets:	
36"W X 18"D X 42"H with three (3) Adjustable Shelves and Locking Doors	51% - 60%
36"W X 18"D X 78"H with four (4) Adjustable Shelves and Locking Doors	51% - 60%
36"W X 12"D X 78"H Utility Rack with four (4) Adjustable Shelves and no doors	51% - 60%
Media Storage	51% - 60%
Shelving – Personal Storage	51% - 60%
Discount for items not listed above	51% - 60%

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<b>Laboratory Furniture</b>	<b><i>Most Current % off MSRP</i></b>
Seating/Stools	51% - 60%
Science Tables	n/a
Microscope Table/Work surfaces	51% - 60%
Laboratory Islands	51% - 60%
Stainless Steel Utility Carts	n/a
Steel Storage Carts	n/a

Wire Shelving	n/a
Discount for items not listed above	51% - 60%

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Library and Multi-Media Display and Storage	Most Current % off MSRP
Drop Trucks	n/a
Reading Tables	51% - 60%
Carrels	51% - 60%
Reference Stands and Kiosks	51% - 60%
Library Seating	51% - 60%
Single Face Shelving	n/a
Double Face Shelving	n/a
Custom Shelving	51% - 60%
Display Stands	51% - 60%
Book Trucks	n/a
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**8. Authorized Servicing Dealer & Manufacturer's Representatives Form**

Please complete one form for each Dealer/Manufacturer Representative that will be assigned to the contract upon award. Please name a minimum of two (2) different servicing Dealers for the State of Kansas, but no more than one dealer per specified region, as specified in Section (9).